

Message Text

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PAGE 01 TEHRAN 02751 170912Z

10

ACTION NEA-10

INFO OCT-01 EUR-12 EB-07 ISO-00 /030 W

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R 170732Z MAR 76

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 6076

USDOC WASHDC

INFO AMCONSUL MILAN

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E.O.11652: N/A

TAGS: BEXP, BPRO, IR

SUBJ: ENVIROGENIC SYSTEMS BID FOR CHAH BAHAR AND POWER PLANT

REF: TEHRAN 0965

1. WHILE SEEKING APPOINTMENT WITH MINISTER OF ENERGY VAHIDI, COMATT LEARNED THAT ENVIROGENICS REP IRANI ALREADY HAD APPOINTMENT WITH VAHIDI ON MARCH 15. FOLLOWING CONVERSATION WITH IRANI IT WAS DECIDED DEFER EMBASSY REQUEST PENDING OUTCOME ABOVE MEETING.

2. IRANI TUESDAY INFORMED COMATT THAT HIS CALL WAS FOLLOW-UP ON STRONG LETTER SENT TO VAHIDI REGARDING ENVIROGENIC'S BID WHICH DEFENDED FIRM'S REPUTATION AND SUPPLIED DETAILS CONCERNING SUCCESSFULLY COMPLETED PROJECTS. IRANI SAID HE BELIEVED LETTER IMPRESSED VAHIDI AND REPORTED THAT HE CALLED IN HIS CONSULTANTS WHO HAD DOWNGRADED ENVIROGENICS AND QUESTIONED THEM AT THE MEETING. IN IRANI'S OPINION, ERROR WAS INNOCENT AND PROBABLY DUE TO FACT THAT ENVIROGENIC'S BID WAS HASTILY PREPARED AND DID NOT PROPERLY ANSWER SECTION DEALING WITH PAST EXPERIENCE OF COMPANY.

3. RESULT IS THAT BID DEADLINE OF MARCH 17 WILL BE EXTENDED FOR TWO MONTHS, DURING WHICH PERIOD ENVIROGENICS AGREED NOT TO INCREASE ITS BID, PENDING A FIELD INVESTIGATION BY MINISTRY CONSULTANTS OF EXISTING FACILITIES AND CONSTRUCTION CAPABILITIES OF ENVIROGENICS AND ITS ITALIAN COMPETITOR IN MUSCAT, ITALY AND SPAIN. THERE IS SOME SLIGHT POSSIBILITY CONSULTANTS, WHO PLAN

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TO LEAVE IN ABOUT 10 DAYS WILL ALSO VISIT UNITED STATES.

4. IRANI, WHO IS DEPARTING IRAN FOR APPROXIMATELY 3 WEEKS, INDICATED HIS BELIEF THAT REPUTATION OF ITALIAN (AND ACCORDING TO HIM, ONLY) COMPETITOR, SIR, IS OPEN TO SOME QUESTION RE BUSINESS CAPABILITY AND ETHICS AND WOULD APPRECIATE ANY INFO WE MAY BE ABLE TO DEVELOP ON THIS SCORE. PRESUMABLY IF INFO IS DEROGATORY, IT WILL BE PASSED TO MINISTER OF ENERGY.

5. ACTION REQUESTED MILAN: WOULD APPRECIATE WHATEVER INFORMATION YOU MAY BE ABLE TO DEVELOP ON BUSINESS REPUTATION AND INTEGRITY OF SIR COMPANY AND OFFICIALS FOR TRANSMITTAL TO ENVIROGENICS IN CONNECTION WITH THIS \$200 MILLION PROJECT. ADDRESS OF SIR IS AS FOLLOWS:

SOCIETA ITALIANA RESINE (SIR)
20161 MILAN VIA GRAZIOLI NO. 33
ITALY.
HELMS

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: vogelfj
Disposition Case Number: n/a
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Disposition History: n/a
Disposition Reason:
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